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In the Specification:

At Page 70, line 5, delete "10" and insert therefor - -10-1- -.

In the Claims:

Kindly amend Claim 1 as follows:

1. (Twice Amended) An apparatus for processing multivariate negotiations, comprising:

- - a network;
- - a multivariate negotiations [engine] system including storage [space and] space, and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context, the multivariate negotiations [engine] system being connected to the network;
- - a destination terminal connected to the network, the destination terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations [engine] system;
- - an initiating terminal connected to the network, the initiating terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations [engine] system, during iterative processing the [multivariate] automated negotiations engine [system] recognizing the destination terminal and the initiating terminal as negotiators and [designating] recognizing one of them as a deciding entity, such [multivariate]

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~~automated negotiations engine [system] further recognizing any changes in the terms~~  
~~and storing in the storage space the terms each terminal proposes, and recognizing~~  
~~the terminal to which proposed terms are being sent as the indicated terminal,~~  
sending terms to the indicated terminal, with an indication of any changes until a set of  
terms is [agreed] acted upon in a final manner by the deciding entity.

[Kindly amend Claim 4 as follows:]

4. (Once Amended) The apparatus of Claim 1, wherein the multivariate negotiations  
[engine] system includes sponsorship software which enables the creation of a  
sponsored community with prescribed rules and procedures for participants.

[Kindly amend Claim 5 as follows:]

5. (Once Amended) The apparatus of Claim 1, wherein the multivariate negotiations  
[engine] system includes remote website authoring software which enables a  
participant to create a website remotely, using predefined templates.

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B [Kindly amend Claim 6 as follows:]

6. (Once Amended) The apparatus of Claim 1, wherein the multivariate negotiations  
[engine] system includes sample quantity ordering software which allows a negotiator  
to order and purchase a sample quantity for evaluation.

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[Kindly amend Claim 7 as follows:]

7. (Once Amended) The apparatus of Claim 1, wherein the multivariate negotiations [engine] system includes archival software for recording and retrieving each set of proposed terms from each terminal to minimize the risk that final terms can be repudiated later.

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[Kindly amend Claim 8 as follows:]

8. (Once Amended) The apparatus of Claim 1, wherein the multivariate negotiations [engine] system includes integrated database software to store and retrieve terms proposed.

[Kindly amend Claim 11, as follows:]

11. (Once Amended) The apparatus of Claim 1, wherein the multivariate negotiations [engine] system is physically located at one or more central [cites] sites on a network.

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[Kindly amend Claim 12 as follows:]

12. (Once Amended) The apparatus of Claim 1, wherein a multivariate negotiations [engine] system is physically located at a sponsor site on a network.

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[Kindly amend Claim 13 as follows:]

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13. (Once Amended) The apparatus of Claim 1, wherein a multivariate negotiations [engine] system is physically located at a participant's site on a network.

[Kindly amend Claim 20 as follows:]

20. (Once Amended) A method for processing multivariate negotiations, comprising the steps of:

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- - establishing communications paths over a network;
  - - connecting a multivariate negotiations [engine] system including storage space and negotiations software to the network, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context;
  - - connecting a destination terminal to the network, the destination terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations [engine] system;
  - - connecting an initiating terminal to the network, the initiating terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations [engine] system, during iterative processing the [multivariate] automated negotiations engine [system] recognizing the destination terminal and the initiating terminal as negotiators and

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34 [designating] recognizing one of them a deciding entity, such [multivariate] automated negotiations engine [system] further storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, sending terms to the indicated terminal, with an indication of any changes until a set of terms is [agreed] acted upon in a final manner by the deciding entity.

[Kindly amend Claim 23 as follows:]

23. (Once Amended) The method of Claim 20, wherein the step of connecting a multivariate negotiations [engine] system to the network further comprises the step of enabling the creation of a sponsored community with prescribed rules and procedures for participants.

35 [Kindly amend Claim 24 as follows:]

24. (Once Amended) The method of Claim 20, wherein the step of connecting a multivariate negotiations [engine] system to the network further comprises the step of enabling a participant to create a website remotely, using predefined templates.

[Kindly amend Claim 25 as follows:]

25. (Once Amended) The method of Claim 20, wherein the step of connecting the multivariate negotiations [engine] system to the network further comprises the step of

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allowing a negotiator to order and purchase a sample quantity for evaluation.

[Kindly amend Claim 26 as follows:]

26. (Once Amended) The method of Claim 20, wherein the step of connecting a multivariate negotiations [engine] system to the network further comprises the step of enabling the recording and retrieval of each set of proposed terms from each terminal to minimize the risk that final terms can be repudiated later.

[Kindly amend Claim 27 as follows:]

27. (Once Amended) The method of Claim 20, wherein the step of connecting a multivariate negotiations [engine] system to the network further comprises the step of including integrated database software to store and retrieve terms proposed.

[Kindly amend Claim 30, as follows:]

30. (Once Amended) The method of Claim 20, wherein the step of connecting a multivariate negotiations [engine] system to a network further comprises the step of physically locating said multivariate negotiations [engine] system at one or more central [cites] sites on a network.

[Kindly amend Claim 31 as follows:]

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31. (Once Amended) The method of Claim 20, wherein the step of connecting a multivariate negotiations [engine] system to a network further comprises the step of physically locating said multivariate negotiations [engine] system at a sponsor site on a network.

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B [Kindly amend Claim 32 as follows:]

32. (Once Amended) The method of Claim 20, wherein the step of connecting a multivariate negotiations [engine] system to a network further comprises the step of physically locating said multivariate negotiations [engine] system at a participant's site on a network.

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Kindly add Claim 39 as follows:

39. An apparatus for processing iterative, multivariate bargaining, comprising:  
- a multivariate negotiations system including storage space, and negotiations  
software such negotiations software including an automated negotiations engine for  
analyzing terms and placing them into user supplied context;  
- a destination terminal communicating with the multivariate negotiations system,  
the destination terminal including software for sending and receiving terms along a  
communications path which flows through the multivariate negotiations system;  
- an initiating terminal communicating with the multivariate negotiations system, the  
initiating terminal including software for sending and receiving terms along a  
communications path which flows through the multivariate negotiations system,  
during iterative processing the automated negotiations engine recognizing the  
destination terminal and the initiating terminal as negotiators and recognizing one of  
them a deciding entity, such automated negotiations engine further recognizing any  
changes in the terms and storing in the storage space the terms each terminal  
proposes, and recognizing the terminal to which proposed terms are being sent as the  
indicated terminal, and sending terms to the indicated terminal with an indication of  
any changes until a set of terms is acted upon in a final manner by the deciding entity.

Kindly add Claim 40 as follows:

40. The apparatus of Claim 39, wherein the software for sending and receiving terms



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includes editable forms.

[Kindly add Claim 41 as follows:]

41. The apparatus of Claim 40, wherein the editable forms are pre-formatted.

[Kindly add Claim 42 as follows:]

42. The apparatus of Claim 40, wherein the editable forms contain open field boxes.

[Kindly add Claim 43 as follows:]

43. The apparatus of Claim 40, wherein the editable forms contain text areas.

[Kindly add Claim 44 as follows:]

44. The apparatus of Claim 39, wherein terms which have changed are identified at each iteration.

[Kindly add Claim 45 as follows:]

45. The apparatus of Claim 39, wherein terms which have been acted upon in a final manner are incorporated into a concluding document.

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[Kindly add Claim 46 as follows:]

46. The apparatus of Claim 39, wherein the negotiations software can detect the need for a state change in the negotiations.

[Kindly add Claim 47 as follows:]

47. The apparatus of Claim 46, wherein a state change further comprises a payment authorization.

B [Kindly add Claim 48 as follows:]

48. The apparatus of Claim 46, wherein a state change further comprises a user-defined procedure.

[Kindly add Claim 49 as follows:]

49. A method for processing iterative, multivariate bargaining, comprising the steps of:

- -operating a multivariate negotiations system including storage space and

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negotiations software, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context:

- communicating with the multivariate negotiations system through a destination terminal, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations engine system;

- communicating with the multivariate negotiations system through an initiating terminal, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the destination terminal and the initiating terminal as negotiators and designating one of them a deciding entity, such automated negotiations engine further storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, sending terms to the indicated terminal, with an indication of any changes until a set of terms is acted upon in a final manner by the deciding entity.

[Kindly add Claim 50 as follows]

50. The method of Claim 49, wherein the step of sending and receiving terms includes the step of using editable forms.

[Kindly add Claim 51 as follows]

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51. The method of Claim 50, wherein the step of using editable forms includes the step of pre-formatting them.

[Kindly add Claim 52 as follows:]

52. The method of Claim 50, wherein the step of using editable forms includes the step of providing editable forms containing open field boxes.

[Kindly add Claim 53 as follows:]

53. The method of Claim 50, wherein the step of using editable forms includes the step of using editable forms containing text areas.

[Kindly add Claim 54 as follows:]

54. The method of Claim 49, wherein the step of sending terms with an indication of any changes includes the step of identifying which terms which have changed at each iteration.

[Kindly add Claim 55 as follows:]

55. The method of Claim 1, wherein the step of sending terms to the indicated terminal

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includes the step of incorporating terms which have been acted upon in a final manner into a concluding document.

[Kindly add Claim 56 as follows:]

56. The method of Claim 49, wherein the step of sending terms to the indicated terminal includes the step of detecting the need for a state change in the negotiations.

[Kindly add Claim 57 as follows:]

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57. The method of Claim 56, wherein the step of detecting the need for a state change further comprises the step of detecting the need for a payment authorization.

[Kindly add Claim 58 as follows:]

58. The method of Claim 56, wherein the step of detecting the need for a state change further comprises the step of detecting a user-defined procedure.

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[Kindly add Claim 59 as follows]

59. An apparatus for remote authoring of websites used in multivariate negotiations, comprising:

- a network;

- a multivariate negotiations system including storage space, negotiations software, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context, remote web authoring software, and sponsored community software, the multivariate negotiations system being connected to the network;

- a first storage area in the storage space for storing website templates;

- a second storage area in the storage space for storing sponsored community functions;

- an authoring terminal connected to the network, the authoring terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations system; during iterative processing the remote web authoring software enabling the authoring terminal to select a website template from the first storage area, responding to terms sent from the authoring terminal to modify the website template, the remote web authoring software also integrating the modifications made to the website template with sponsored community functions.

[Kindly add Claim 60 as follows:]

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60. The apparatus of claim 59, wherein the remote web authoring software enables the authoring terminal to use the automated negotiations engine to register the website with a sponsoring community and negotiate terms of participation.

[Kindly add Claim 61 as follows:]

61. The apparatus of Claim 59, wherein the remote web authoring software enables the authoring terminal to customize the website for participation in the sponsored community.

3 [Kindly add Claim 62 as follows:]

62. The apparatus of Claim 61, wherein the remote web authoring software enables the authoring terminal to preview the customized website.

[Kindly add Claim 63 as follows:]

63. The apparatus of Claim 61, wherein the remote web authoring software enables the authoring terminal to integrate existing electronic versions of relevant data into the customized website using applications programming interfaces.

[Kindly add Claim 64 as follows:]

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64. The apparatus of Claim 61, wherein the remote web authoring software enables the authoring terminal to integrate existing electronic versions of relevant data into the customized website using file transfer protocols.

[Kindly add Claim 65 as follows:]

65. The apparatus of Claim 61, wherein the remote web authoring software enables the authoring terminal to integrate existing electronic versions of relevant data into the customized website using extensible markup language (XML).

[Kindly add Claim 66 as follows:]

66. A method for remote authoring of websites used in multivariate negotiations, comprising the steps of:

- establishing a network;

- connecting a multivariate negotiations system to the network, the multivariate negotiations system including storage space, negotiations software, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context, remote web authoring software, and sponsored community software;

- storing website templates in a first storage area in the storage space.



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-- storing sponsored community functions in a second storage area in the storage space;

--connecting an authoring terminal, the authoring terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations system; during iterative processing the remote web authoring software enabling the authoring terminal to select a website template from the first storage area, responding to terms sent from the authoring terminal to modify the website template, the remote web authoring software also integrating the modifications made to the website template with sponsored community functions.

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[Kindly add Claim 67 as follows:]

67. The method of claim 66, wherein the step of connecting an authoring terminal further comprises the step of enabling the authoring terminal to use the automated negotiations engine to register the website with a sponsoring community and negotiate terms of participation.

[Kindly add Claim 68 as follows:]

68. The method of Claim 66, wherein the step of connecting an authoring terminal further comprises the step of enabling the authoring terminal to customize the website for participation in the sponsored community.

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[Kindly add Claim 69 as follows:]

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69. The method of Claim 69, wherein the step of connecting an authoring terminal further comprises the step of enabling the authoring terminal to preview the customized website.

[Kindly add Claim 69 as follows:]

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69. The method of Claim 68, wherein the step of customizing the website further comprises the step of enabling the authoring terminal to integrate existing electronic versions of relevant data into the customized website using applications programming interfaces.

[Kindly add Claim 70 as follows:]

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70. The method of Claim 68, wherein the step of customizing the website further comprises the step of enabling the authoring terminal to integrate existing electronic versions of relevant data into the customized website using file transfer protocols.

[Kindly add Claim 71 as follows:]

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71. The apparatus of Claim 68, wherein the step of customizing the website further

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comprises the step of enabling the authoring terminal to integrate existing electronic versions of relevant data into the customized website using extensible markup language (XML).

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comprises the step of enabling the authoring terminal to integrate existing electronic versions of relevant data into the customized website using extensible markup language (XML).

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[Kindly add Claim 72 as follows:]

72. An apparatus for creating and managing a sponsored community of members desiring to participate in multivariate negotiations, comprising:

- a computer having a storage space, negotiations software, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context, and sponsored community software:
- a first storage area in the storage space for storing participation rules for the community:
- a second storage area in the storage space for storing community function software:
- a terminal communicating with the computer, the terminal including software for sending and receiving terms along a communications path which flows through the sponsored community software, during processing by the automated negotiations engine the community function software, confirming compliance with community participation rules, and performing community functions for the terminal.

[Kindly add Claim 73 as follows:]

73. The apparatus of Claim 72, wherein the community function software integrates new members desiring to participate in multivariate negotiations.

[Kindly add Claim 74 as follows:]

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75 74. The apparatus of Claim 73, wherein the integration of new members desiring to participate in multivariate negotiations further comprises automatically registering such new members with the sponsored community search engine.

[Kindly add Claim 75 as follows:]

76 75. The apparatus of Claim 73, wherein the integration of new members desiring to participate in multivariate negotiations further comprises automatically submitting a new member's name to appropriate external network search engines.

[Kindly add Claim 76 as follows:]

77 76. The apparatus of Claim 73, wherein the integration of new members desiring to participate in multivariate negotiations further comprises automatically submitting a new member's name to appropriate identifying agencies.

[Kindly add Claim 77 as follows:]

78 77. The apparatus of Claim 73, wherein the integration of new members desiring to participate in multivariate negotiations further comprises automatically including the new member's name at the top of any vendor databases listed in the sponsored community.

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[Kindly add Claim 78 as follows:]

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78. The apparatus of Claim 73, wherein the integration of new members desiring to participate in multivariate negotiations further comprises automatically allowing the new member access to the sponsored community's online functions.

[Kindly add Claim 79 as follows:]

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79. The apparatus of Claim 73, wherein the integration of new members desiring to participate in multivariate negotiations further comprises automatically promoting the visibility of the new member.

[Kindly add Claim 80 as follows:]

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80. The apparatus of Claim 79, wherein automatically promoting the visibility of the new member further comprises:

- - means for formatting sponsored community names, member names, and uniform resource locators into appropriate formats;
- - means for selecting search engines;
- - means for selecting submission schedules more likely to speed up registration with the selected search engines; and
- - means for aggregating submissions of sponsored community names, member names, and uniform resource locators to optimize registration and visibility and automatically submitting the aggregated submissions to the selected search engines on

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[Kindly add Claim 81 as follows:]

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81. A method for creating and managing a sponsored community of members desiring to participate in multivariate negotiations, comprising the steps of:

- including in a computer having a storage space, negotiations software, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context, and sponsored community software;
- storing in a first storage area in the storage space participation rules for the community;
- storing in a second storage area in the storage space community function software;
- communicating with the computer by a terminal, the terminal including software for sending and receiving terms along a communications path which flows through the sponsored community software, during processing by the automated negotiations engine the community function software confirming compliance with community participation rules, and performing community functions for the terminal.

[Kindly add Claim 82 as follows:]

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82. The method of Claim 81, wherein the step of performing community functions further comprises the step of integrating new members desiring to participate in



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[Kindly add Claim 83 as follows:]

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83. The method of Claim 82, wherein the step of integrating new members desiring to participate in multivariate negotiations further comprises the step of automatically registering such new members with the sponsored community search engine.

[Kindly add Claim 84 as follows:]

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84. The method of Claim 82, wherein the step of integrating new members desiring to participate in multivariate negotiations further comprises the step of automatically submitting a new member's name to appropriate external network search engines.

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[Kindly add Claim 85 as follows:]

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85. The method of Claim 82, wherein the step of integrating new members desiring to participate in multivariate negotiations further comprises the step of automatically submitting a new member's name to appropriate identifying agencies.

[Kindly add Claim 86 as follows:]

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86. The method of Claim 82, wherein the step of integrating new members desiring to

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participate in multivariate negotiations further comprises the step of automatically including the new member's name at the top of any vendor databases listed in the sponsored community.

[Kindly add Claim 87 as follows:]

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87. The method of Claim 82, wherein the step of integrating new members desiring to participate in multivariate negotiations further comprises the step of automatically allowing the new member access to the sponsored community's online functions.

[Kindly add Claim 88 as follows:]

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88. The method of Claim 82, wherein the step of integrating new members desiring to participate in multivariate negotiations further comprises the step of automatically promoting the visibility of the new member.

[Kindly add Claim 89 as follows:]

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89. The method of Claim 88, wherein the step of automatically promoting the visibility of the new member further comprises the steps of:

- Sub C14
- formatting sponsored community names, member names, and uniform resource locators into appropriate formats;
  - selecting search engines;

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- selecting submission schedules more likely to speed up registration with the selected search engines; and  
- aggregating submissions of sponsored community names, member names, and uniform resource locators to optimize registration and visibility and automatically submitting the aggregated submissions to the selected search engines on the selected schedules.

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[Kindly add Claim 90 as follows:]

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90. An apparatus for integrating a database into a multivariate negotiations system comprising:

- a multivariate negotiations system including storage space, negotiations software, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context, and database software and database entries made by the database software during the operation of the automated negotiations engine;

- a terminal connected to the multivariate negotiations system, the terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative negotiations processing the database software communicating directly and automatically with the automated negotiations engine to store and retrieve entries in the database.

[Kindly add Claim 91 as follows:]

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91. The apparatus of Claim 90, wherein the database software stores entries in the database representing participants in the negotiations.

[Kindly add Claim 92 as follows:]

92. The apparatus of Claim 90, wherein the database software organizes the database to reflect interrelationships amongst entries in the database.

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[Kindly add Claim 93 as follows:]

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93. The apparatus of Claim 90, wherein the database software extracts requests and data from terms submitted by a terminal to the automated negotiations engine and stores the requests and data in the appropriate storage locations.

[Kindly add Claim 94 as follows:]

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94. The apparatus of Claim 90, wherein the database software is responsive to requests to extract and format data for analysis and reports.

[Kindly add Claim 95 as follows:]

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95. The apparatus of Claim 90, wherein the database software is capable of storing data in a plurality of multimedia formats.

[Kindly add Claim 96 as follows:]

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96. A method for integrating a database into a multivariate negotiations system, comprising the steps of:

-- including in a multivariate negotiations system storage space negotiations

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software, such negotiations software including an automated negotiations engine for analyzing terms and placing them into user supplied context, and database software and database entries made by the database software during the operation of the automated negotiations engine;

-connecting a terminal to the multivariate negotiations system, the terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative negotiations processing the database software communicating directly and automatically with the automated negotiations engine to store and retrieve entries in the database.

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[Kindly add Claim 97 as follows:]

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97. The method of Claim 96, wherein the step of storing entries in the database further comprises the step of storing entries representing participants in the negotiations.

[Kindly add Claim 98 as follows:]

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98. The method of Claim 96, wherein the step of storing entries in the database further comprises the step of organizing the database to reflect interrelationships amongst entries in the database.

[Kindly add Claim 99 as follows:]

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96. The method of Claim 96, wherein the step of storing entries in the database further comprises the step of extracting requests and data from terms submitted by a terminal to the automated negotiations engine and storing the requests and data in the appropriate storage locations.

[Kindly add Claim 100 as follows:]

<sup>101</sup>  
100. The method of Claim 96, wherein the step of storing entries in the database further comprises the step of responding to requests to extract and format data for analysis and reports.

[Kindly add Claim 101 as follows:]

<sup>102</sup>  
101. The method of Claim 90, wherein the step of storing entries in the database further comprises the step of of storing data in a plurality of multimedia formats.